

“I cannot name any consultant of our scale or quality that has been offering the services we do to international clients for more than 25 years.”



Day in the Life
Commercial Director, London

High Speed 2

What is your position/role at Systemch?

I am a Chartered Quantity Surveyor with a Masters in Law. I am a Commercial Director with the overall responsibility for the management of client commissions reporting to the UK Regional Director and Group Managing Director. I provide leadership in; contractual and commercial advice to clients, recruitment of competent qualified personnel, internal staff and external client training, marketing activities to maintain growth and expansion of the business and management of staff and consultants to ensure competitiveness.

What is your typical day?

There are no typical days. Our clients contact us daily with a vast variety of problems to solve. It could be on a rail, road or water project, it could be based in Edinburgh, Cardiff or Central London. Whether it be supporting a bid, strengthening change management, creating visualisations, closing out final accounts or formal dispute resolution and it could require one

senior consultant to resolve in a short period of time or a large team of solicitors, planners and quantity surveyors over a longer duration. It is exciting to react to this constant changing necessity, as no two days are ever the same.

What are the interesting aspects of your role?

I enjoy meeting with clients to understand their issues and providing solutions to solve their problems. Our business is built around repeat business through strong relationships with satisfied clients. Essentially we are problem solvers and a beneficial outcome is what we are interested in achieving. I enjoy the training seminars I deliver to client commercial teams because it allows the opportunity to discuss industry problems and project issues and how to solve them in a relaxed workshop-like manner.

What are the challenges?

All too often we are called in to solve a problem when the problem has become too large to handle or simply out of control for a client. The

challenge of solving that problem could be simplified by utilising our services at an earlier point in the process giving us greater positive influence over the outcome.

What training and support has Systemch given you?

I have been coached and mentored by Senior Executive level business leaders, completed a MBA-style Senior Management Development Course along with our regular RICS Continued Professional Development seminars.

What words of advice would you offer someone thinking of joining Systemch?

We have a very flat management hierarchical structure. There are essentially two ways to succeed;

1. Be an expert in your chosen field.
2. Be the person our clients trust implicitly. You are simply measured by the quality of your work and your professional aptitude. If you can be both at the same time you will have a great career with us.



Thames Tideway, London

What social activities have you been involved in?

Our Christmas parties over the last few years have been held at a Cabaret Night in the Ballroom Southbank and Cirque Extraordinaire in the Bloomsbury Big Top. We also celebrated our 25th anniversary together with a Summer Gathering on Bermondsey Street last year.

What is the culture like?

It's a simple one. We enjoy what we do because we surround ourselves with top quality professional people that enjoy contributing positively to the construction industry.

How has your career developed with Systemch?

Over the last five years I have progressed from Associate to Commercial Director through managing claims and leading commercial teams for satisfied clients. I have developed strong relationships both internally within the business and externally with our clients.

How has Systemch helped you achieve your career goals?

Systemch has given me the freedom to excel at the skills I enjoy and have natural capabilities in, whilst coaching and mentoring me in those areas that I perhaps less understood or had not been exposed to previously.

What makes Systemch different from the competition?

I do not believe we have a lot of true competition out there as we are uniquely placed in the construction industry as an international consultant that represents main contractors. I cannot name any consultant of our scale or quality that has been offering the services we do to international clients for more than 25 years.

What has been your greatest achievement whilst with Systemch?

Unfortunately I missed out on working on the London Olympic Park leading up to the London 2012 Olympics as I was working on the Thames Tideway Tunnel at

the time. With Systemch between 2015 and 2016, I was very proud to successfully manage the change control team for one of our clients on the stadium transformation for the West Ham United Football Club.

Tell us about a project where you have learnt a key lesson.

I have never known a project where I have not learned a key lesson in some form or other. Usually the more difficult and challenging the project the more you learn and grow. I often look back at projects in the past that were tough at the time and realise that getting through those complexities has made dealing with today's issues much easier.

Find out more about our consultants project experiences and see our current opportunities:

www.systemch-int.com/careers